



# UMAR SIDDIQUE

SENIOR TERRITORY MANAGER



Dubai, UAE, United Arab Emirates



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## ABOUT ME

As a distinguished Economics graduate from GC University, I am a results-driven professional with a robust background in business development and sales management. My expertise lies in setting ambitious sales goals aligned with company policies and overarching strategies. I am eager to leverage my skills as a strategic partner within the top management team, aiming to steer the organization towards unparalleled success.

## SKILLS

MS OFFICE

LEADERSHIP

ANALYTICAL SKILLS

SALES ANALYSIS

MARKETING

COMMUNICATION

TIME MANAGEMENT

ACCOUNTING

CUSTOMER-FOCUSED

SUPERVISION

## LINKS

LinkedIn Profile:

<https://www.linkedin.com/in/umar-siddique-a0a9b862>

## WORK EXPERIENCE

### ABBOTT

#### LABORATORIES

Nov 2013 - Present

#### Senior Territory Manager

- 10+ years of work experience in Abbott Sales and Marketing department as Senior Territory Manager and continue to perform the responsibilities of:
- Promotional strategies keeping in view of market trends.
- The experience of group leader being performed the responsibilities of guidance, assignments, analysis of sales reports and action plans to my juniors by the instructions and assignment of my FLM.
- Find the new and potential customers for our products.
- Prepare, analyze and review of monthly sales reports.
- Collect the information of competitor activities and new business and marketing tools to attract the customers.
- Meets marketing and sales financial objectives by forecasting requirement.
- Accomplish marketing and sales objectives by planning, developing, implementing and evaluating advertising and trade promotion programs.
- Have promoted more than 10 Brands and their SKUs.
- Update own and competitor's product knowledge and market opportunities.
- Protect organization's value by keeping information confidential.

### AFTAB

#### DISTRIBUTION

Sep 2012 - Oct 2013

#### Distribution Sales Supervisor

- One year work experience in Aftab distribution as Sales Supervisor of FMCG being performed the responsibilities of :
- Developing business with Retailers.
- Prepare reports and perform detailed analysis of distribution sales.
- Field visits with booking men and conduct meetings with distributor for sales discussions.
- Identify overstocking and unusual sales variations on retail outlets.
- Monitor near expire products and their liquidation.
- Conduct Customer Relation Development Programs (CRDP).

## EDUCATION

### GC UNIVERSITY

Faisalabad  
2016

#### MSc Economics

HOBBIES

CRICKET, SNOOKER, TOURISM.

COURSES

I-SELL PORTFOLIO

PRESENT

I MANAGE CUSTOMER CONCERNS

PRESENT

STRATEGY IN SELLING (SEGMENTATION & TARGETING)

PRESENT

CUSTOMER MANAGEMENT WITH EMOTIONAL INTELLIGENCE

PRESENT

ASSERTIVE COMMUNICATION

PRESENT

OFFICE AUTOMATION (MS OFFICE: WORD, EXCEL, POWERPOINT)

PRESENT

UNIVERSITY OF THE PUNJAB

Jhang  
2011

Bachelor of Commerce

ICMAP

Faisalabad  
2012

ACMA (Inter)

LANGUAGES

ENGLISH

PUNJABI

URDU

PERSONAL DETAILS

Date of birth  
06 Jun 1990

Nationality  
Pakistani

Marital status  
Married

REFERENCE

ALI RAZA  
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